

Message Text

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ACTION EUR-08

INFO OCT-01 ISO-00 EB-03 RSC-01 L-01 INR-05 MC-01 /020 W

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R 271122Z OCT 74

FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 4011

INFO USDOC WASHDC

C O N F I D E N T I A L MOSCOW 16408

LIMDIS

FOR EUR/SOV - KOVNER

USDOC FOR BEWT/BOWDEN

E.O. 11652: GDS

TAGS: ESTC, EAIR, UR, US

SUBJECT: SPERRY-UNIVAC NEGOTIATIONS ON SOVIET ATC CONTRACT

1. COMMATT MET WITH SPERRY-UNIVAC REP SQUIRES OCTOBER 26 TO DISCUSS RESULTS OF LATEST SERIES OF NEGOTIATIONS BETWEEN UNIVAC AND SOVIETS ON AIR-TRAFFIC-CONTROL (ATC) CONTRACT.
 2. SQUIRES ADVISED THAT UNIVAC TEAM WAS SATISFIED WITH RESULTS OF TWO-DAY SEMINAR ON ITS ARTS-2 SYSTEM WHICH IT STAGED IN MOSCOW OCTOBER 23-24. MAJOR PROBLEM WHICH AROSE DURING DISCUSSIONS WITH SOVIET, INCLUDING GVISHIANI OF STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY AND MME. ANODINA OF MINISTRY CIVIL AVIATION WAS EXPORT LICENSE STATUS OF ARTS-2. SQUIRES REPORTED THAT GVISHIANI AND OTHERS COMPLAINED ABOUT THEIR EXPERIENCE TO DATE IN PLACING ORDERS FOR LARGE US COMPUTER SYSTEMS WHICH COULD NOT BE LICENSED WITHIN REASONABLE TIME FRAME.
 3. SQUIRES ALSO ADVISED THAT DURING WEEK OF OCTOBER 21 UNIVAC HAD DISCUSSED THE EXPORT LICENSING STATUS OF ARTS-2 SYSTEM WITH REPRESENTATIVES OF INTERESTED WASHINGTON AGENCIES. HE SAID UNIVAC UNDERSTOOD THAT
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THE EMBASSY SHOULD HAVE RECEIVED BY NOW TELEGRAM FROM DEPARTMENT

OF STATE CONTAINING INSTRUCTIONS TO INFORM SOVIETS THAT IF ATC CONTRACT WERE AWARDED TO UNIVAC, DECISION ON EXPORT LICENSING, AT LEAST AS FAR AS U.S. CONTROLS CONCERNED, WOULD BE MADE WITHIN ONE WEEK. EMBASSY WOULD WELCOME GUIDANCE ON THIS POINT.

4. ON PROBLEM OF OCTOBER 31 DEADLINE FOR CONCLUDING CONTRACT, SQUIRES SAID HE WAS OPTIMISTIC UNIVAC WOULD BE ABLE TO SECURE BRIEF EXTENSION FROM SUBCONTRACTORS WHICH WOULD ENABLE UNIVAC TO HOLD OFF ON PRICE INCREASE (\$5 MILLION). SQUIRES SAID HE WAS HOPEFUL THAT SOVIETS WOULD SIGN CONTRACT WITHIN THIS SECOND DEADLINE, PROVIDED ASSURANCES ON EXPORT LICENSING DECISION NOTED IN PARA 3 ABOVE WERE GIVEN.
STOESSEL

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Message Attributes

Automatic DecapTIONing: Z
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: NEGOTIATIONS, AIR ROUTES, SEMINARS, EXPORT LICENSES
Control Number: n/a
Copy: SINGLE
Draft Date: 27 OCT 1974
DecapTION Date: 28 MAY 2004
DecapTION Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: boyleja
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974MOSCOW16408
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740307-0198
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19741012/aaaaajua.tel
Line Count: 75
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EUR
Original Classification: CONFIDENTIAL
Original Handling Restrictions: LIMDIS
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators:
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: LIMDIS
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: boyleja
Review Comment: n/a
Review Content Flags:
Review Date: 11 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <11 JUN 2002 by cunninfx>; APPROVED <11 MAR 2003 by boyleja>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPERRY-UNIVAC NEGOTIATIONS ON SOVIET ATC CONTRACT
TAGS: ESTC, EAIR, UR, US, SPERRY-UNIVAC
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005